

UCDC BOARD MEMBERS

Ronald Marquette.
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Anthony Campagiorni
Vice Chair

Ward Todd
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Shayne Gallo

Daniel Hauspurg

Michael Hein

Donald C. Katt

Charles Khoury

Joseph Libonati

David O'Halloran

Joshua Ratner

Nancy E. K. Schaeff

John Valk, Jr.

Daniel Wieneke

Lance Matteson
President

MINUTES

June 21, 2012

A regular meeting of the Board of Directors of the Ulster County Development Corporation was held at 4:00 p.m. on Thursday, June 21, 2012, Conference Room 108, Business Resource Center, Development Court, Kingston, NY.

The following members were present:

Anthony Campagiorni, Vice Chair

Jacqueline DiStefano

March Gallagher

Daniel Hauspurg

Donald Katt

Robert Kinnin

James Maloney

Ronald Marquette, Chair

James Quigley

Joshua Ratner

Nancy Schaeff

Ward Todd, Secretary

Representing Donald Christian

Representing Michael Hein

Representing David O'Halloran

Representing Terry Bernardo

Representing John Valk

The following members were absent:

Gregg Swanzy

Daniel Wieneke

Representing Shayne Gallo

The following ex-officio members were absent:

David Donaldson

Dennis Doyle

Kenneth Ronk

Carol Smith

The following staff members of the Ulster County Development Corporation were present:

Melinda Beuf	Interim Administrator
Linda Clark	Office Manager

Additional Attendees:

None.

Chair Ronald Marquette called the meeting to order at 4:02 p.m.

MINUTES

Motion: March Gallagher, seconded by Nancy Schaef, moved to adopt the Minutes of the April 19, 2012 meeting. A copy of said Minutes is on file.

Vote: The motion was adopted unanimously.

FINANCIALS

Motion: March Gallagher, seconded by Joshua Ratner, moved to approve the financials for the period ending May 31, 2012. A copy of said financials is on file.

Vote: The motion was adopted unanimously.

Continued discussion included but was not limited to

- Progress on the 2012 Base and Incentive contracts. Work is proceeding on both contracts.
- Where are we going with this organization
 - Meetings continuing with County Executive as well as County Legislature
 - Have met with Legislative Chair Bernardo, James Maloney and Sandy Mathes requesting payment of fourth quarter 2011 monies and contract(s) for 2012.
 - County Legislature and County Executive's office need to talk about where UCDC is going in 2013. How is economic development going to be managed?
 - Currently holding off on "President's Search", slate of officers for 2013, etc.
 - No indication at this time whether the corporation will be funded in 2013 – a decision should be known by early fall of this year.
- Financial Disclosure Form.
 - Private sector membership has declined because of the County's Financial Disclosure Form.
 - Counsel A. Joseph Scott, Hodgson Russ has been asked to review Dutchess County Financial Disclosure Form
 - James Maloney has requested a copy
 - Nancy Schaef has drafted a Financial Disclosure Form for use in the WIB Boards – currently working with the County Attorney

- James Maloney thought it would be a good idea that meetings with the County Executive should be re-kindled regarding where UCDC is going; it was his opinion that UCDC should be here in 2013.
- Office Space
 - SUNY Ulster is moving
 - There is an expectation that SBDC is under auspices of the college and will move; UCDC would not necessarily remain in this building.
 - UCDC should be in a location that is business friendly; office space rental should be figured into the 2014 budget.
- Daniel Wieneke has resigned from the Board of Directors due to the requirements of the Financial Disclosure Form.
- 2013 Budget should be prepared prior to the September meeting of the Board of Directors

CHAIRMAN'S REPORT

Chair Marquette reported as follows:

- Charles Khoury, BOCES serves by title on the Board of Directors. A letter has been drafted thanking him for his service advising that the seat will be held remain open until UCDC's realignment is complete
- UCDC staff Holiday Schedule will adhere to that of the county
- Personnel
 - Thanked Melinda Beuf as Interim Administrator
 - Biashia LeBron, receptionist, employment will terminate July 1, 2012
 - Anticipate that Lisa Fadelici's employment will be terminated
 - RFP will be issued for the Controller's position
 - 3 responses have been received
 - Sickler Torchia Allen and Churchill (Ulster); Vanacore DeBenedictus, DiGiovanni, & Weddell (Orange) and Joel Cymrot, CPA (Ulster)
 - Executive Committee will review responses and make a determination on who will be selected
 - Advocate to "Buy Local" and use local businesses
- Company car has been sold for \$5,000

ULSTER COUNTY INDUSTRIAL DEVELOPMENT AGENCY REPORT

Robert Kinnin, representing the Ulster County Industrial Development Agency reported as follows:

- Monthly Agency meeting held June 13, 2012
 - Wolf-tec/Stavo PILOT has not been completed

- Working through Governance Committee on a new PILOT with reference to workforce, senior, affordable, and dormitory housing
- Enforcement of PILOTs
 - Birchwood, Head Trauma Center, Hudson Valley Sportsdome, Kingston Hospitality
 - Sportsdome and Kingston Hospitality talked about their industries and their job numbers. Both bring economic dollars to the community.
- Project across from Adams will not be an UCIDA project per James Quigley
- Resolution/Press Release issued by David Donaldson/Peter Loughran regarding the transparency of the local UCIDA
 - Anticipated that documentation will be provided
 - The state is going after IDAs

Report from the County Executive

March Gallagher, representing the Office of the County Executive reported as follows:

- Call for priority projects has been issued from the Chair of the Regional Council via the office of the County Executive
 - Reality only those projects that create 100's of jobs
- Consolidated Funding Applications (CFA) are due July 16, 2012; there is a training at Marist College
 - Many CFA's coming out of the Ulster County region ... parks, training, economic development etc.
- Working directly with Workforce Development Team and SUNY Ulster on a Workforce Development CFA that would be a consortium of manufacturers for training. Goal is to funnel more funding to the college program through Deb O'Connor.
- Ready2Go – before the Saugerties Planning Board on Tuesday night to give a brief overview of what the Ready2Go program is all about. There is a conceptual plan in place that Dennis Larios has drafted. Should be presented to the Saugerties Planning Board in July.
- TSEC
 - Advanced manufacturing center – was not identified as the top two priorities in the first round – good shot this time at “bumping it up”
 - Possible location at Gateway in New Paltz

DONALD KATT

Chair Marquette invited Donald Katt, President, SUNY Ulster, to provide an update on the relocation of the college administration/classes from the Business Resource Center

- The Lease at the Business Resource Center ran out in January of 2000; County Executive has suggested that the needs of the county are well suited for the Business Resource Center
- A year ago started to search in earnest for a new site
- Town of Ulster sites were cost prohibited; the county would have to buy the facility and rent three-quarters of it to the college so that rental costs were not increased in the budget; this was shared with the County Executive in March
- Kingston School District Superintendent determined that they had more space than what was needed in the school district
- County Executive asked how can we come up with a plan to satisfy that college's need to find an affordable place to lease and, in addition, to assist the Kingston taxpayers with a re-use of a closing school
- Sophie Finn was offered as a possibility – it was on the top of the Superintendent's list; however it depends on whether the school board will approve the closing of Sophie Finn at the end of the 2012/2013 year;
- Assuming approval is given, anticipate a move in January, 2014; win/win for everyone

JOSHUA RATNER

Chair Marquette invited Joshua Ratner to provide comments regarding the Kingston/Benedictine Hospital realignment

- Still going through the process of determining what the community need will be over the next five to ten years from a workforce and service perspective
- Looking at pros and cons of both campuses; ultimately to bring something preliminarily to the Department of Health in early July.
- Based upon those conversations there will be a sense of how to refine those plans culminating in a Certificate of Need to the state.
- Public Forums are scheduled for next week to receive community feedback
- No decision has been made at this time
- The volume that has been seen from an in-patient need is stable, but the out-patient is one that has definitely changed
- HealthAlliance has streamline health care overall; now there is a need to remove overhead from the physical plant
- Developers have indicated that it is cheaper to build new, rather than refurbish either of the two buildings
- It is hopeful that there is a possibility to generate a win for the whole community

REPORT FROM THE COUNTY LEGISLATURE

James Maloney, representing the Ulster County Legislature, reported as follows:

- Legislative Office is in disarray at this time; the Clerk of the Legislature is in the hospital and another senior legislative employee has given her two weeks notice

INTERIM ADMINISTRATOR'S REPORT

Melinda Beuf, Interim Administrator, reported as follows:

- Ulster County Capital Resource Corporation
 - Marketing to non-profits; met with 7; spoke with 2 others, nothing pending
- Ulster County Industrial Development Agency
 - 14 leads; 2 projects have not closed; 1 is pending an application; 11 in information stages
 - Worked on the summary report for the Legislature
 - Fairly significant discrepancies have been found in PARIS reports
 - Will bring this to the attention of UCIDA again in July
 - There is a possibility that the ABO will audit us
 - Bi-annual visits continuing
 - Letter to state legislature expressing dismay over increased regulations
 - Met with all 8 underperforming projects
- UCDC
 - Working on CFA – retention project in Stone Ridge
- Ready2Go
 - 1 in process; 2 applications pending
- Revolving Loan Fund
 - 2 Applications Pending – Bread Alone - going after 2 separate pools of money
 - MaxMart – Town of Esopus Section 108 Loan Fund – paid off
 - Recovered 1 loss – Charles and Maurice - \$35,000
 - Peter's Market will terminate in the fall
 - One loan 60 days past due
 - Bank terms have been good and recession has dampened plans to expand
- Catalyst
 - All Ulster County commercial sites that brokers want us to put up there appear
- Since January 1st – visited Schrade twice; Hydro three times; TechCity twice; acted upon 11 ESD site leads; met with 25 business to discuss incentives
- 29 mass emails via Salesforce

OLD BUSINESS

None.

NEW BUSINESS

2012 Annual Business Recognition Awards Nominations are currently being sought. Eighth Annual Awards Dinner is November 1, 2012 -- at Wiltwyck Golf Club.

ADJOURNMENT

Motion: Nancy Schaefer, seconded by Jacqueline DiStefano, moved to adjourn the meeting.

Vote: The motion was adopted.

The meeting was adjourned at 5:16 p.m.

Respectfully submitted,
Ronald Marquette, Chair, Board of Directors